# Israel and Jordan Sign A Pledge to Negotiate 



By RW. Apple Jr.
 was not Bill Cimon's dyy. hit was non ha tho







## More Bad News for Japan's



| ward a comprehensive peace setilement is no to be lost. That is likely to be a long, messy.job of diplomatic donkey work in the dark comes of bistory - much less gratifying than Mon. day's carefully scripted pageant the other Arab nations whose representative |
| :---: |
| NEWS ANALYSIS |
| walched Mondey's beremony from the frodir |
| nows know that only the United States |
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| of negoiatioss. Mr. Araiar spoke for them, to0, |
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| arena not of his choosing. Along with therest of |
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 table The Uniced Slates will haxe o odo its sumoss
 See CINTON, Page 7
conomy


Paris Vows to Block Trade Talks If It Can't Limit Film Imports


## Agenda Sets Out

 Range of Issues To Be Resolved${ }^{\text {By P Pal F F Horin }}$

washingion - Adiding momaum 10
 tions aimed al a comprechensive pecace realy,
The common agend. simped in a hire
ceremony al the US. Stane Department requirs the Iruo legimme enemics snd neighbors Lo tackiea a broad array of issues. including their
commen border. water rights aionomic devel-
opment refupes and servit. opmen, refigezes and security.

 agen sugge melable According to many analysts Jordan now has
joined the Palesesine Liberation Organizuion and Israel in stepping a across the sime psscich-
logical chasm that has made the reqion a powlogical for decades.
Curreot and former Current and former high-ranking US. diplo-

 agreed to wilhdraw from two small disputed
sripo so land from which huerinas in Jordan

A buoyant Secrectary of Slate Warren M.
Christopher. who jointly played host to the ceremony with a top-ranking Russian official, said the agenda "will live a ssong impetus, a
srong momentum to
bet inf the talks under way betwen Irrael and its Arab ivals.
The coremony Moody , sesadid had "forver
athered the coniours and chemisty of the entire region." Assisyant Secretary of Slate Edward P. Djer-
ejian said the Jorranian-Isratid document was
uniquely ppecific abount the issues of be disuniquely specific abour the issues to be dis.
cussed They include. for example, terrorism. weapons of mass destruction, sharing waler in
the Jordan River basin. environmental im-
 1650 kiometers) of common border. Iar would 1 's sell his angeement between Jor-
 al from the ssirips of land sets a good proct
dent, he sald
Betititing the new day in Isracti-Arab relaBefirting the new day in Isracli-Arab rela-
tions lsact's chief negouitor in the Jordanian

We have greal respect for Jordan, for his
majesty, he king, and the government's efforss majesty, dic king, and he government's elfrons
towards democratizaion, said the sracli. See JORDAN, Page 7


SUPPORT FOR CLINTON-Tliree former American presidents - from left, Gerald Ford, Jimmy Carter and George Bush -
joining Bill Clinton at the White Hosse on Tuessday to lend their support to the North American Free Trade Agreement Page 3 .

## Ants Make Fast Food of Amazon Town

By Don Podesta
ENVIRA. Brazinillowheryre red and liny and they atrack vegetables, animals and people. And hey red dringig this. 1 own deep in in he Amat
Ant




beten hospitaized with ant singes, which can be
fatall
The siege began more than three years ago and has been growing steadily worsy years agot
every fanily has bad childrea artacked," said
Mayor Luip Castro.

 Fown with housaands of anthills.






The ant toxin contains a small amount of
proteinand and anyime a body is hit wiuh a
 histamines" he said The reaction can cause your own flumid. Whilike hond youses, ants can
suing bundreds of times. While no one in Envira has died from the ant
ings, living wilh the invaders is proving in easingly unbearable for Iocal residents. Jome nights you can't even slecp," said
Mara de $\mathrm{Liman}, 717$ Her cousin. Mariud de Lima, 18 , sid that
he gessume "every day, atany bour" and that
it hurs a loc." Younglers io the stree dia See ANIS, Page 2

Olympic Vote Near,
China Frees Editor Cinina Frees Editor


## U.S. Relaxes, but Keeps, Hanoi Embargo



On Lake Geneva

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 ANTS: Amazon Tovon Is Besieged



Cuba's Bishops Urge Political Change er





Haiti Prosecator Quits After Threats







Yeltsin Is Warned Against Fall Vote


 UN Gets Reinforcements in Somalia MOGADISHUU Somadia (AFP) - Indian Lropss began aniving in




For the Record
Cany Keverec, the world chess chamious, bert tis challenger. Nigei


## TRAVEL UPDATE

## Farmers Ready for Blockade of Paris       

 Japanese Give Mondale $A^{\text {' Big Cheese' Welcome }}$
## By T. R. Reid <br> $\qquad$

















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## STATESIDE/ FIGHTING ABOUT CRIME

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## ${ }^{1}$ Measure Burdened by Splits on Gun Sales and Death Penalty In Gay-Sailor Case,

By Clifford Kraus






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Prospects



BALLPARK FIGURES IN BALTIMORE-More than 4,500 immigrants from 141 coumtries receited American citizenship in a ceremony at the Camden Yards baseball stadum in Baltimore. It was he largest such naturalization ceremony in Maryland history.

## AMERICAN TOPICS

Nevada to Shut Courtsa Day To Study Domestic Violence The Nerada Supreme Court has ordered

 be required to atrend hee eight-hour session. Nevada is the first sate to hold succ a man-
datory seninar. Justice Robert E Rose banded down whe
order, which will cost $\$ 28,000$ fin judicial salaries and expenses. Jodge Rose said some

 and keep an opan mind.
The National Clearing House on Domessic
volence sayy batering is the most froquent

U.S. Seems to Back Old Policy of a Ban


The Peninsula Manila

has a business centre


But everyone

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the peninsula




38 Million Travelers In 23 Cities Turn To WHERE Magazine For Directions \& Advice


## Clinton and 3 Allies Pitch Trade Accord







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A WEEK IN THE LIFE OF THE TRIB

| Monday MONDAY SPORTS | THEALHU/SClevay | POIMCS AND ECONOMICS |
| :---: | :---: | :---: |
| Tuesday |  | BUSINESS AND FINANCE |
|  | aturday-Sunday | OPA ION AND COMMENTARY |
| Wednesday STACE |  | OHAONANDCOMMENAKY |



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Small roasting firm of GOURMET COFFEE DISTMRIBUTIO



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## FINANCIAL SERVICES

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## WBUNIESS OPPORUUIIIES" <br> appears every <br> Wednesday



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Yugoslav Embargo TFinally Takes a Bite
Neighbors Now Bar Smugglers . By John Pomfret
 ProHOR PCINSKI, Serbia -
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 The embargo bans shipments of pinkish bill that, with an inflation
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rate of 15 percent per day , will soon



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Juarnta Caspan in Paris af ( $33-1$ ) 46379376 . Itrald"4zazeribume.

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## - On November 16th, the IHT will publish an Advertising Section on

## Business Travel

Among the topics to be covered are Airines - doing their best to reattract ousiness customers.

- Increased specialization into niche markets.
- The prominence of security in the usiness travel market
- Motivational travel emerging as a
- The economic boom in Asia - more
- The econom airlines in the last 5 years.
than 50 ne This sectron cuincides with the Wortd Travel Market
Serbian Rebels Down
A Croatian Warplane



## Mitterrand Falls Ill AtSeoul Ceremony

 Norway-ECTalks To Proceed Despite Distaste of Voters

Compiled by Ow Surff From Dipacthe ber party's best tlection ever. "We Community said Tvesday hian it worverians voted no to EC
















## If you think Airbus Industrie makes only one aircraft, maybe this will change your view.

Airbus Industrie has achiaved a $30 \%$ share of the international civil aviation miarket because its long-term business strategy, based on a clear vision of the world's air transport needs, has created not just one aircraft hurt a family of seven: inciuding the world's largest twin-aisle twin and the langest range
jetliner in aviation history. Sales of all soven members of the Airbus family now total nearly 2000 aircraft worldwide.

## (



The new Saab 900's door handle is intentionally-recessed to reduce windnoise. With your palm up or down it offers a firm grip. Well appreciated in bad weather or emergencies.

The front was hit at 56 kph .
Designed to crumple, it absorbs and distributes collision forces. The driverprotection system includes seat-belt with pretensioning, airbag, collapsible steering column and our patented A-pillar/front sill connection, reducing leg injury risk by helping to deflect the front wheel from intruding into the cabin during an offset frontal collision.

The rear was struck at 48 kph . Our new Saab 'Safeseat' concept features a unique new steel beam assembly, offering all three occupants three-point
team has worked beyond test-track and laboratory, analysing real-life road accident data. The car bristles with safety features which apply in all markets, not only where legislation demands.

## FINALLY, AN UNUSUAL SAFETY ENDORSEMENT.

Twice in succession, Folksam,
Sweden's largest insurance company, presented its Safe Car Award to our larger Saab 9000, their results showing it 40 to $60 \%$ safer than the average

## THE NEW 900. VERY STRONG. VERY SAFE. VERY SAAB.

Totally practical and thoroughly considered, since every Saab design solution is influenced by considerations of Active and Passive Safety.

## STARTING WITH ‘ACTIVE’ SAFETY.

Active Safety? Avoiding accidents in the first place. We match our chassis resonance to that of the human body with prompt and precise signals. (Germany's authoritative "Auto, Motor und Sport" magazine: '...a high level of performance and comfort owing to a sporty and comfortable chassis'.)

The driver receives an uninterrupted flow of vital signals enabling corrective or compensative action.

Perhaps explaining the uncanny feeling of security and harmony that accompany even your initial drive.

By increasing chassis rigidity, we have improved handling and driving behaviour consistently across all speeds and loading conditions increasing the car's predictability, an advantage that could be decisive for accident avoidance.

## MOVING TO 'PASSIVE' SAFETY.

Over one hundred prototypes were deliberately crashed. A three-way collision simulated effects of a multiple accident.
inertia seat belts and individual head restraints*. The lower seatframe also acts as a cross-member reinforcing side-protection (the rear seat backrest can be optionally equipped with two foldable child seats).

It was rammed in the side at 54 kph . All doors are packed with shockabsorbent foam. The side-protectionsystem deforms defensively while absorbing collision force. Occupants are housed in a reinforced steel safety cage that deflects high-speed collision forces. Result? A battered new 900 with safety cage intact. Passengers would have been shaken, but alive. For: 25 years, our safety engineering
-Centre head restraint is an option

car. Based on the identical design philosophy, our tests indicate that the new 900 is equally as safe. Other insurers agree, endorsing the new 900's safety and stability by, in most cases, reducing premiums below other cars in its class. Very sensible. Very satisfying. And very Saab.

THE NEW 900. VERY SAAB.


## TIDCT <br> MIDEAST PEACE/ WOUNDS RUN DEEP

## In Israeli and Palestinian Hearts and Minds, Pain Goes On






CLINTON: After Pageantry Comes Hard Diplomacy















JORDAN: A Pledge With Israel to Work for Peace


Elyakim Rubinstein The good
and husinestike atmophere thich
has characterized our negoiation has characteived our regotiations
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good humor,
our misuold serve oo bring our mission toi is final pace for the talks and invied appid bis Shem in the reveion pansive however. They emphas a peace based on UN resolotion




Yasser Arafat being greeted by George J. Mitchell, the Senate majority leader, on Tuestay.



## Marchers Demand

 Beirut Leaders Quit marchers demanded the removal of wrecck the Mideast peace processem
 eight protesters killed in demon- rad ajrement as treason and
stantions against Midale East peacee "stain of shame for Palestinians The pro-iraing "These are be most dempading



 In unrest in the ocuppied teritio- the government to quit and for





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that oo one else had beend hurt, and The deaths repereted List report- It was he worst hloodshed be
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## Arafat Seems Flexible On Future of Jerusalem

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For years Mr. Arafal and other
Arab leaders have called for the return of bise castenc partof ferusse-

 ples signed by PLO and Irractio ofri-
cints on Moaddy at
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## A Handshake for Peace

Tough but Possible -What happened on Monday at the White


 spothast octraily, around de world was the
 Yesyy siming Yasse Arafat rexched oun 10
 A myth has aisen from the recent Mideas could have made e peray yerars and evero decacald
ago. I ssemam so natural and phusible and fate thrie animosity and enore tivery. It depp souritizes of

'Enough!'
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other's right to exist other's right to exis
 Rabin and Yasser Arafal squinuing at eact years of hosilitiv, Bill Clintow con and many maile hanashakke from the two men All three man - working the crowter afterward.

 left to Mr. Rabin, a bero of the 1967 war what
brought israeli occupation to the very teril wories that the Palestinians now bope tor re-
claim to say - indeed to trumpet - what of hlood and tears, Enoueght" mind: "Enough The preliminary peace aorerment begin and palestimans self-nte in the Gaza Strip and


## Lots of Illiterate Americans



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## Dangers, Hurdles And Hope <br> By Rashid Khalidi



 the refugee camps, vililages and danr
row civy sreels of the West Bank




## Other Comment Hard Work in the Mideast The surprise move by lsral and the PLO was a suroess. Now comes the paticu, toutso       David: Tavy years later be courrageous A Die Wet (Hamburg).




## Will Arabs Stretch

 For Peace?By A. M. Rosenthal NEWY YRK-Sonow ition




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## Yardsticks for a Democratic Peace




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\text { IN OUR PAGES: 100, } 75 \text { AND } 50 \text { YEARS AG0 }
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1943: Colonel Convicted
SELI FRIDGE FIELD, Michizan -

Whinamg anchac

Clinton, Like Truman, Gropes in a Changed World





By Jim Hoagland







## For a Sweet New Year in Germany




## LETTERS TO THE EDITOR

America's Religious Ri $\mathrm{W}^{\text {A }}$ Ahing cron - The



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 Mr. Khashoger is proposal de
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subgestion is possiby the most
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NICHOLAS F. WAKIM.
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 meund urge our various governt
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BOOKS


for in he past; countries that seeme
to have no way out of ivild destric-
 Foresight or20/20 Hindsight? Your choice.

It is pery hard to predict the future but usually the best way is to go back and take a running start"
Marvin Minsky - MrT
BEYOND 2000 is an intelligence report which draws from the combined koowledge of these seleeted international eaders. The report gives decision-makers a
unique, comprehensive and highly pragmacic picture of che future of communicarions as we move towards the
year 200 and its uses and applications io all areas of economic activity.
Financial Times Television, in co-operarion with the World Economie Forum, has distilled a huge volume of want to be prepared for the revolutionary and critieal
 changes ahead, you cannot afford The package is made up of The package is made up of a gramme of two hours, two further videos of eight hours of edited interviews, an illustrated text, interview rranscrips and a Financial Tin
business intelligence report.


Bain \& Company Lotus



## Whternational Herald Tribune <br> Wednesday, September 15,1993 Page 10 <br> STAGE/ENTERTAINMENT

Wim Wenders: Fallen Angels in New Berlin

| B ERLIN-"Berlin used to be a ciry in which it was irupossible to buy a gun," the film director Wim Win Weaders says. "Now you can get anything you want- machine guns, rockels, grenades. We did a lot of research into the arms trade. One day our art dircetor came back and told us be was offered a MiG for sale. We thought it was a joke but he swore it was true." Wf anyone has rracked the soull of Bertin since the fall of the So Closel" - which opened this month in Europe - is a out against a city that has sold its soul. After the euphoria of unity, paradise was lost with a vengeance In "Far Away." anower fallen angel - Cassiel not Lucifer - descends to redeem, not all humanity, only the remnants of one Berlin "Far Away: So Close!" - whicb was awarded the Jury "Wings of Desire", a metaphysical parable mourning the divided Berin of six years aso. <br> In 1987, no one could imagine that the Wall would fall in a recent interview. When whe Wall did tall, he whole seemed more reasonable. But soon enough, new wars flared was this moment or never to take up the story of Cassiel and "It was not s a question of whipping up a proven recipe with Wiges of Desire 2 . We only wanted to revive the metaphor of the anged and the city." gided anget. He gazes down on Berlin longing to become humann ilie his fellow angel. In "Far Away." Cassiel played by the Geaman actor Ouo Sander, takes the plunge hierally. Angels can only watch over men; they cannol interfere in their lives. By diving to earth to catch a girl who falls off a balcony, Cassiel thrusts himself into the world of time. Like the other Bertiners around him the fallen angel comes a drumk, holds up a convenience store, then decides to "Why can't I be good?" he asks Lou Reed, taking the rocker's lyric as his anthem. In no time, he has cleaned up his |
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Pinter Back With Vengeance in 'Moonlight'



 At Hampstead Stephea Jel


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## THE FUTURE of PRIVATIZATION in EUROPE

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Kathryn Gamberoni as Monroe in the New York City Opera's "Marilyn.

Where Popular Culture Dances With High Art


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# BUSINESS <br> International Herald Tribune, Wednesday, September 15, 1993 

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## MEDIA MARKETS

As Bookstores Get Bigger, Are They Getting Better?

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On one side are che inderpendent booksorese, many founded years ago by popile who aimys semened to minow more yabut book shan

 It is not just Crown har is thraeneming Kroch's. Virtually every
 Kames \&Noble brith orin Many or hhe new sores are super Waresson'c's, the Briush ebain Many of thene
I think many independenss are going to find it ditifiouit compete with the speersiorses said watern See BOORS, Page 13

## Deep Loss Is Seen At SEAT

It Plans Job Cuts, Plant Sale to VW




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 SEAT, whose foll name is Socie-
dad Espantala de Automoviles de dad Espanola de Auncombivisis ${ }^{\text {de }}$
TTrismo, had a net loss of 1276
pestans in 1992 The Spanish company, 99 per-
cent hell byvolsowwen said hhat
its board had approved he sale of






 SEAT, rieraing samement





Compaq, Allies to Sell 'Mobile Companion'
Unit Would Compete With Newton

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CURRENCY \& INTEREST RATES
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## GM Returns to Argentina

Venture Seen as Vote of Confidence


## American to Cut 5,000 Jobs



German GDP Contracted 2\% In First Half




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Crédit Lyonnais To Sell a Third Of Its UAF Unit

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(Bloomberg Knigh-Ridder)

Banking Clients Have Always Expected. Outstanding Personal Service. Today They Find It With Us.


Dring the Renaissance, rusted advisors helped administer the finances banker and client. It's also abour
building for the future, keeping
assets secure for the generations
to come. to come. individuals. The role demanded judgment, commitment and skill. Today, clients find that same personal service at Republic National Bank. We believe that banking is more about people than numbers. It's about the shared values and common goals that forge strong honds herween

This client focus has conrribured to our leading position in private banking. As a subsidiary of Safra Republic Holdings S.A. and an affliare of Republic New York Corporation, we're part of a global group with more chan US $\$ 4$ billion in capital and US $\$ 46$ billion in assets. These assers continue
o grow substantially, a testament w the group's strong balance sheets, risk-averse orientation and entury-old heritage. All banks in the group are ocally managed, attuned to he language and culture of their customers. They share a philosophy that emphasizes lasting relarionships and murual crust. Those values were once the foundation of banking. At Republic, they have been and always will be.

## REPUBLIC NATIONALBANK

OF NEW YORK(SUISSE) SA




## InflationDataDents Bonds and Stocks




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close of $1.607 \mathrm{DM.ITf}$. 105.85 close of 1.6077 DM. It fell to 105.85
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## WORLD STOCK MARKETS






## Reebok Hires a New Ad Agency









## Trade Deficit Is Near a 5-Year High



 Holl Car Sales Dip as GM Results Weaken


 Amoco to Develop Siberian Oilfield







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WEDNESDAY，SEPTEMBER 15，1993：Page 13

## Accord With Spain Boosts EC Remake Of Steel Industry

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GM：Argentina Hails Automaker＇s Plan to Return as Vote of Confidence

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production of 25,000 trucks


BOOKS：As Stores Get Bigger，They Push Independents Out of Business
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## AGENTINE REPUBLC PROVINCE OF SANTA FE

 NOTICE OF INIERNATIONAL PUBLIC BID No． 2 MINiSTRY OF FINANCE Progrem of the Argentine Provinces PROVINCIAL EXECUTION DEPARTMEN WORK EXECUIION Repoving of provincial road No． 65Las Rosas－San Genaro strech）


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5．The official budget is $\$ 3,960,750$ 6．The cost of the Bidding Proposcos is $\$ 3,200$




 Mr．Kunigk said the relatively
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| Llcenning a Distribution |  |
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| ul．Nowogrodzka 50 00－950 Warsaw Poland <br> Tol：48－35－12－1338 Fax：48－2－628－3640 <br> Fax：4a－2－626－36 | Platné＇ska 6 <br> 11000 Pragua 1 <br> Czect Rapublic Te： 42 －2－24－81－05－8 Fax：42－2－24－81－08－9 |
| Septamber． 1993 |  |

Page 14



INTERNATIONAL HERALD TRIBUNE, HEDNESDAY, SEPTEMBER 15, 1993


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## Japan Insurers' Money Stays Home

## Rigid Rules Keep Them Out of U.S. Bond Market


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 companies cant invest in U.S. bonds untes
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## Regulators Seek

 Evidence for Shiseido InquiryTOKYO - The Fair Trade implemented fully." odding that Japan was sow Hocusing more on consumers so they can Comnission conduccted searches affriaialed with Jexpanes largest coss. mecies maker, in a move that could belip open up the countrys disti-

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 Consumers so they can enjoy the fruits of coconomic development."
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| Currbency Managemgint Corporanon Plc Whachester Honse, 77 London wall - London EC2M 5ND Tel: 071-382 9745 Faxa 071-3829487 <br> FOREIGN ENCHANGE $\mathcal{E}$ GOLD <br> 24 Elour London Dealing Desk Competitive Rates \& Dally Far Sheet Market Myths and Duff Forecasts for 1993 <br>  <br> For further detalls on bow to place your listing contact: PATRICK FALCONER in LOMdOn TeL: (44) 71836.4802 Fax (44) $712 * 02254$ Heralodiceribute. |
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## 2 Possible Bayers Seen <br> For Hutchison Telecom

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## HUNGARY

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Mr. Attia Koricic, licad of Procarement Depl




INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, SEPTEMBER 15, 1993





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Page 16

## AMEX 

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# Page 18 SPORTS 

## Browns Permit Defeat of 49ers




## SCOREBOARD

## mextrextid Major League Standlogs



## DENNIS THE MENACE



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## Let the Glad Song Begin



Young made a vice sandwich filling for Rod Burnett (90) and Steron Moore








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## SIDELINES

Whitaker Protests Draw
NEW YORK (AP) - Permed Whitaker's promoter.
Dan Duva said Tuscday he had protested his figherer's


 him anyway"
Refrue Joe Cortes of Las Vegas the only officiat
permitted udmer herules io take a poiot away, did not


## Sevilla Blocks Maradona

For the RecordMaskoto Suruki of Japan, an 18 -year-old pitcher;has beca siguod by be Seatle Mariners to a minor-





(HAIRL SPIDER! $\boldsymbol{c}_{0}$

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# SPORTS In Good Company 

Yankees Gain in AL East



## Karts: The Big-Time Little Machines








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By Brad Spurgon


 They were all chag ranion gia- Onar racess.
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 l't's a sport that if no well known on
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| The leam that leads the Natio | ona wid pitch. Wirt twooul | en previous slarss scantreed sx divs |
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| nor the cricago crus, w | with a double into the ler-fie | Thefirst-place Prillics picked up |
| 6-5. Monday in San Francis | comer, scoring two runs. | a half-gmme or idie Moatreal in the |
| double plays ${ }^{\text {T}}$ | tr |  |
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| manger. Dosty Baker. ${ }^{\text {We }}$ e |  |  |
| 1 bard all night long. | d some key | game and second shntoun of the season. |
|  | NL ROUNDUP | he Mers third baseman, |
|  | plays and some pitches at |  |
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## Dead in Miami

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PEOPLE
Jackson Tours Kremlin And Moscon Shops Is Michad J Jackson thinking of
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loks?
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toured the Kremlin musum and hen went shopping. buying
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 Rumors were rampant lat ine pur-
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aunnt Lee Rastiwill but it hasnit
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leepping the ball rolling howeer.
 Ae mantried Oc. Io to
Actor Wibliam Hur's wife. Heciig ness may end up being as nasty as
arr's I 989 palimony baut wis Hur's 1989 paimony batule with



Robert McC. Adams. 67, is
iening as heed of the Smithsonian
insivition next y year to return wo
iversiy reseanch unversity reseanth.
Paztick Sabatier, a French velevi-
jon personalatity was given a fouryear ssuspended prison sentenco
and fined 200.000 francs ( 550,000 ) for concosaling 55 million (5rancs in persononal income
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CROSSWORD



## "I wonder if the little guy had fun today <br> Shuring the dar's exients with lowed ones back in the States has never been easier

Wheneter you're avay, simply dial the AT\&T access number of the country you're calling from and an English-speaking AT\&T Operator or voice prompt will put you through in seconds. You can bill the call to your AT\&T Card, U.S. local calling card, or call collect. You'll get economical AT\&T rates and keep hotel surcharges 10 a minimum.
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